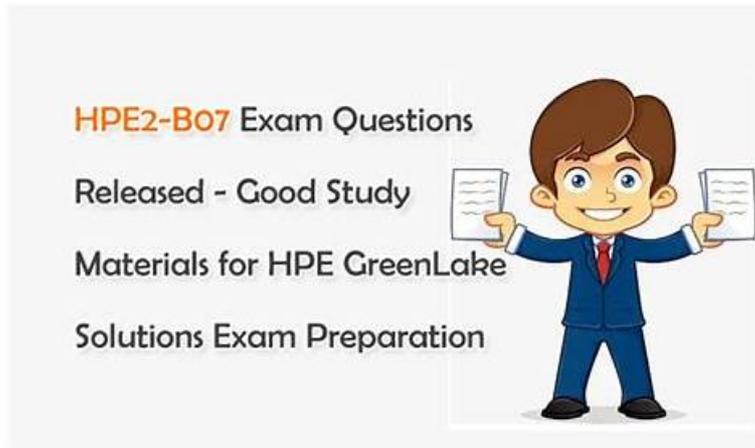


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### HPE GreenLake Solutions Sample Questions (Q53-Q58):

#### NEW QUESTION # 53

What information can be obtained from the HPE Mapbook?  
(Select two.)

Response:

- A. Automated deployment processes
- B. Real-time workload performance data
- C. Customer-specific use cases
- D. Recommended GreenLake solutions

Answer: A,C

#### NEW QUESTION # 54

What is a key benefit of including HPE Partner services in GreenLake solutions?

Response:

- A. Reduced integration with customer infrastructure
- **B. Enhanced deployment and post-sales support**
- C. Exclusive hardware dependency
- D. Limited scalability of the solution

**Answer: B**

#### **NEW QUESTION # 55**

Which step is essential for successfully delivering an HPE GreenLake solution?

Response:

- A. Avoiding discussions on scalability
- **B. Aligning delivery with the customer's expectations and agreed SOW**
- C. Registering the opportunity with HPE
- D. Standardizing GreenLake configurations for all customers

**Answer: B**

#### **NEW QUESTION # 56**

What are key responsibilities of HPE Partners during the proposal process?

(Select two.)

Response:

- A. Restricting proposals to SaaS offerings only
- **B. Aligning GreenLake solutions with customer outcomes**
- C. Avoiding discussions about customer scalability needs
- **D. Managing customer expectations**

**Answer: B,D**

#### **NEW QUESTION # 57**

What industries benefit most from HPE GreenLake solutions?

(Select two.)

Response:

- A. Retail with fixed IT budgets
- B. Education with non-variable workloads
- **C. Manufacturing requiring rapid scalability**
- **D. Finance with dynamic workloads**

**Answer: C,D**

#### **NEW QUESTION # 58**

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